

Securities, Commodities, and Financial Services Sales Agents

SOC: 41-3031 • Career Profile Report

■ Key Facts

\$78,140

Median Salary

514,500

Employment

+3.0%

Growth Rate

■ Requirements & Salary Range

Education: Bachelor's degree

■ Automation Risk Assessment

Low Risk - 18.0% probability of being automated in the next 10-20 years.

This job is relatively safe from automation due to its creative, social, or complex problem-solving requirements.

■ Work-Life Balance

8.5/10 - Excellent work-life balance

■ Personality Fit (RIASEC)

Higher scores indicate better personality fit for this career type.

Realistic	4.4/10	Investigative	5.0/10
Artistic	5.4/10	Social	8.0/10
Enterprising	9.0/10	Conventional	5.8/10

■ Top Skills Required

Analytical skills, Customer-service skills, Decision-making skills, Detail oriented, Initiative, Math skills

✓ Strengths

- High Demand
- Flexible Work
- Continuous Learning

■ Challenges

- Burnout Risk
- Rapid Technological Change

■ What They Do

Securities, Commodities, and Financial Services Sales Agents typically perform the following tasks:

- Make bids or offers to buy or sell securities.
- Monitor markets or positions.
- Agree on buying or selling prices at optimal levels for clients.
- Keep accurate records of transactions.
- Buy or sell stocks, bonds, commodity futures, foreign currencies, or other securities on behalf of investment dealers.
- Complete sales order tickets and submit for processing of client-requested transactions.
- Report all positions or trading results.
- Interview clients to determine clients' assets, liabilities, cash flow, insurance coverage, tax status, or financial objectives.
- Discuss financial options with clients and keep them informed about transactions.
- Identify opportunities or develop channels for purchase or sale of securities or commodities.
- Develop financial plans, based on analysis of clients' financial status.
- Review all securities transactions to ensure accuracy of information and conformance to governing agency regulations.
- Devise trading, option, or hedge strategies.
- Determine customers' financial services needs and prepare proposals to sell services that address these needs.
- Track and analyze factors that affect price movement, such as trade policies, weather conditions, political developments, or supply and demand changes.
- Inform other traders, managers, or customers of market conditions, including volume, price, competition, or dynamics.
- Offer advice on the purchase or sale of particular securities.
- Contact prospective customers to present information and explain available services.
- Explain stock market terms or trading practices to clients.
- Calculate costs for billings or commissions.

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